

investor-owned water and wastewater utility in the U.S., providing services to approximately 15 million people in 46 states. Nonregulated business assists municipalities and military bases with the maintenance and upkeep as well. Regulated operations made up 86% of 2019 revenues. New Jersey is its largest market accounting

10.5%. Has 6,800 employees. The Vanguard Grp, owns 12.4% of outstanding shares; BlackRock, Inc., 8.7%; officers & directors, less than 1.0%. (3/20 Proxy). President & CEO: Susan N. Story. Chairman: George MacKenzie. Address: 1 Water Street, Camden, NJ 08102. Tel.: 856-346-8200. Internet: www.amwater.com.

Past Est'd '17-'19 ANNUAL RATES Past of change (per sh) to '23-'25 10 Yrs. 5 Yrs. 3.0% 13.0% 45.5% 16.0% 3.0% 6.0% 4.5% 6.5% Revenues "Cash Flow" Earnings Dividends 6.5% 10.5% Book Value 4.0% 5.0%

781

175

884

Current Assets

Accts Pavable

Current Liab

Debt Due

Other

1285

203

1028

2045

1801

152

925

2767

Cal- endar		TERLY RE Jun. 30			Full Year
2017 2018 2019 2020 2021	756 761 813 844 <i>885</i>	844 853 882 926 970	936 976 1013 1080 1120	821 850 902 950 1000	3357 3440 3610 3800 3975
Cal- endar		RNINGS P Jun. 30		-	Full Year
2017 2018 2019 2020 2021	.52 .59 .62 .68 .73	.73 .91 .94 .99 1.05	1.12 1.03 1.33 1.45 1.45	.01 .62 .54 . 74	2.38 3.15 3.43 3.85 4.00
Cal- endar	QUAR Mar.31	TERLY DIV Jun.30	IDENDS P. Sep.30		Full Year
2016 2017 2018 2019 2020	.34 .375 .415 .455 .50	.375 .415 .455 .50	.415	.415	1.47 1.62 1.78 1.96

Neither a recession nor coronavirus ought to impede American Water Works. In the first quarter, the water utility posted share earnings of \$0.68, a 10% increase over the similar period in 2019. What's more, we expect this positive trend to continue throughout the year, which should result in the bottom line posting a 12% annual increase to \$3.85 a share. There are three main reasons for this: the demand for water is somewhat immune to sudden downturns in the economy as the commodity is essential for everyday life; expense controls; and rate relief. Next year, against this difficult comparison, we estimate that share earnings will increase a more moderate 4%.

Bolt-on acquisitions will remain a key strategy. American Water has been aggressively purchasing smaller municipally run water districts that are in need of capital to upgrade their infrastructures. The company is then able to wring substantial savings from the new operations. Already this year, five acquisitions have closed with 26 more purchases currently pending final approval. With the water industry greatly fragmented in the United States,

there should be much more consolidation in the future.

The construction program is huge. Management estimates that capital spending to repair older pipelines and other facilities will total around \$5 billion over the next few years. New debt will have to be taken on to fund some of these expenditures, as American Water does not like to issue new equity. (Shares outstanding have risen only 3% since year-end 2009.) So, we only expect the balance sheet to remain about average.

These shares are ranked to outperform the market in the year ahead. But, as has been the case for the past several years, investors will have to pay a premium for this stock, which benefits from American Water being the largest and most diversified company of all the water utilities we cover. Also, well-defined earnings and diversification in the utility sector do not come cheap, as measured by the price-earnings ratio of this equity. In addition, accounts should be aware that AWK has well-below-average total return prospects though 2023-2025. James A. Flood

July 10, 2020

(A) Diluted earnings. Excludes nonrecur. losses: '08, \$4.62; '09, \$2.63; '11, \$0.07. Disc. oper.: '06, (\$0.04); '11, \$0.03; '12, (\$0.10); 13,(\$0.01). GAAP used as of 2014. Next earn-

ings report due August 6th.
(B) Dividends paid in March, June, September, and December. Div. reinvestment available (C) In millions. (D) Includes intangibles. On

3/31/20: \$1.563 billion, \$8.63/share. **(E)** Pro forma numbers for '06 & '07.

Company's Financial Strength Stock's Price Stability B++ 85 Price Growth Persistence 80 **Earnings Predictability** 80